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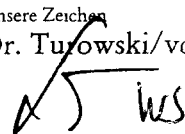
Dr. Turowski/vo

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22.11.1996



Efficacy of Octopirox under tropical conditions in Asian people

Dear Dr. Gallagher,
Ladies and Gentlemen,

Our Octopirox-business with LEVER-BROTHERS/Unilever achieved a substantial volume. In order to support a long term sustainable development of this anti-dandruff business we carried out an efficacy-test in Asian people under tropical conditions. HOECHST asked the independent pharmaceutical research organization PAREXEL to run a double - blind placebo - controlled four - way parallel group trial to evaluate the efficacy of Octopirox compared to zinc pyrithione and Climbazole in the treatment of seborrhoeic dandruff. It was directed by Prof. Dr. Merani Thianprasit, the leading dermatologist in Thailand.

We would like to give you a short summary of the results.

The objective of the survey was to assess under tropical conditions the efficacy of Octopirox shampoo 0.75 % compared to zinc pyrithione 1 %, Climbazole 0.75 % and vehicle in the treatment of seborrhoeic dandruff on the scalp of Asian people. The survey consisted of a 3-week vehicle run in phase, a 5-week treatment period and a 2-week follow-up period.

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Upon the final assessment after 35 days of randomised treatment, a strong tendency towards improvement of scaling could be seen in all treatment groups. However, this improvement was clearly lowest in the vehicle group. In all three active treatment groups, more than two thirds of all subjects were scored as „none“ or „slight“ at the final assessment.

These findings are substantiated by the results for pairwise treatment comparisons using the non-parametric Cochran-Mantel Haenszel statistics.

For all three active treatment groups, the comparison of the scaling score against vehicle revealed a statistically significant p-value.

By contrast **the comparisons of Octopirox with either of the other two active treatment groups** (containing zinc pyrithione resp. Climbazole) **did not result** in a statistically significant difference.

The beneficial effect of Octopirox treatment was particularly marked for the severe cases of seborrhoeic dandruff, where Octopirox shows advantages relative to Climbazole and zinc pyrithione.

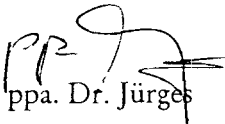
We would be very interested to discuss the results with you in detail.

We propose to have a meeting to be arranged at your convenience. Because other involved people will join us - e.g. a statistician from PAREXEL and Dr. Hänel from HMR (Hoechst Marion Roussel), specialist for antimycotica and clinical studies - we would like to ask you - if it is possible and convenient for you - to meet at URL, Port Sunlight, where other people from your organization may join us. If this does not fit to your itinerary it goes without saying to have this meeting at the Lever site in Bangkok.

We look forward to hearing from you.

Yours sincerely,

HOECHST AKTIENGESELLSCHAFT


ppa. Dr. Jürges


i.A. Dr. Turowski

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